



Consultative Sales Professional, North America

At Forest2Market, we believe high-quality market information improves business performance, and we are dedicated to providing that quality on a consistent basis. With transactional data, industry experience and third-party independence, Forest2Market provides participants in the global wood products, paper and bioenergy/biochemical supply chains with business solutions that support fact-based decision making and planning.

Over the last decade, Forest2Market has experienced significant growth from its roots in the Southeastern US. We now offer solutions to forest products industries throughout North America, Brazil, Scandinavia, the Baltic States and western Russia, and we are actively expanding into Chile, Uruguay and the Australasian markets.

As Forest2Market continues to scale its suite of services, we also seek to increase our business presence and maximize our impact throughout North America—particularly in the Eastern US. We are seeking a highly motivated forest products professional with an interest in consultative sales to join our results-driven team of professionals.

The successful candidate will have extensive forest products and timberland experience balanced with sales acumen and supply chain knowledge. Business experience in the forest industry, working knowledge of the timber supply chain, and a comprehensive understanding of how proprietary market data can impact business results is imperative. This position will report to the Vice President of Sales and will work closely with Forest2Market's operations, accounting, and marketing staff. Location is to be determined.

Responsibilities

- Drive sales of Forest2Market's flagship delivered price benchmark service and other derivative products. Research and qualify prospective customers through entire sales process—from identification to close—and maintain ongoing relationships with industry contacts.
- Act as an industry expert, liaison and trusted advisor to both customers and the larger industry in general.
- Actively plan and maintain personal schedule allowing for flexibility; travel required up to 50%+.
- Work independently by providing consultative sales support to customers, as well as internal assistance with contracts, contract renewals, data submissions and report delivery.
- Serve as a proactive communications conduit between customers and Forest2Market marketing, operations, accounting and product fulfillment staff.
- Work with the VP of Sales and marketing on product positions and the development of marketing-related sales support materials that reinforce our customer value proposition and position as industry experts.
- Represent Forest2Market at trade shows, trade association meetings, and industry meetings.
- Identify and act on cross-sell opportunities within our customer organizations including soliciting the involvement of senior Forest2Market staff as necessary.



Desired Skills & Experience

Skills

- Demonstrated knowledge of the forest products industry and timber supply chain
- An understanding of:
 - Basic principles of descriptive statistics
 - Principles of using market information to improve business performance
 - Supply and demand economics
 - Supply Chain management and optimization
- Proficiency with Microsoft Office Software including Word, Excel, Outlook, Contact Manager and PowerPoint.
- Excellent verbal, interpersonal communication and presentation skills, including the ability to interact with customers during the consultative sales process.
- Strong written communications skills, including the ability to write reports, compose sales letters and other correspondence, and assist with the creation of content to support marketing and public relations efforts.

Experience/Education

- Sound understanding of sales processes, techniques and proven sales performance
- Capable of meeting sales objectives.
- 5 to 10 years of experience in the forest industry supply chain. Additional experience in a consultative sales position, ideally sales of data-based products, analytical services or benchmarking tools is a plus.
- A four-year degree (BA or BS) in forestry, forest products, business or a related field is preferred.

Company Description

Forest2Market provides wood fiber supply chain expertise, from the forest to the market. Serving forestry, wood products, paper, lumber and bioenergy companies, we offer timber, wood fiber, wood fuel and lumber pricing, as well as benchmarks, forecasts and resource availability studies.

Our commitment to deliver the most accurate, credible and quantitative market insight to our customers is uncompromising and has never wavered. Our customers make better-informed decisions and thrive because they have credible and consistent measures of their performance compared to the broader market.

Additional Information

Please send resume and cover letter to careers@forest2market.com.